

# CASE STUDY

## WE GET THE DEAL DONE

The Label Makers acquired by Printeos

INDUSTRIALS



### THE DETAILS:

MARCH 2021

UNITED KINGDOM | SPAIN



acquired by



Translink Corporate Finance advised the shareholders of The Label Makers Limited (TLM) on its disposal to the Spanish headquartered, multi-national, Printeos

### KEY TAKEOUTS:

Translink's local knowledge and relationship was pivotal in identifying the perfect purchaser.

Competitive tension was maintained throughout the transaction by having close dialogue with Translink offices from origination of potential acquirers through to completion.

### TRANSACTION ANNOUNCEMENT:

On March 2nd, 2021, Spanish multinational, Printeos, acquired UK premium label making specialist The Label Makers Limited with Translink acting on the sell side of the transaction.

The Label Makers (TLM) is one of the UK's leading manufacturers of high quality, premium labels. Founded in 1963 by the Webster family, the company serves many of the UK's premium brands across alcoholic beverages; personal and homecare; and food sectors.

It continues to play a leading role in the industry through its investment in cutting-edge technology and its pursuit of developing innovative embellishment techniques.

### SUMMARY:

- Printeos entered the UK market with the acquisition of The Label Makers Limited (TLM).
- Translink conducted in-depth research and applied localized, real-time market insight to identify high quality potential acquirers.
- The process involved many of the industry's leading consolidators in addition to strategic acquirers from related verticals resulting in a truly global competitive process.
- The challenges presented by Covid-19 meant that collaborating with each Translink office was critical in building relationships with interested parties and supporting the UK deal team to progress the transaction in accordance with the project timetable.
- Translink's reach drew significant interest, with competitive offers being received from five countries across Europe as well as the USA.
- The high level of competitive tension, resulted in all shortlisted parties increasing their offers between the first and second round.
- Spanish multinational Printeos was selected as the preferred partner.

**"The decision to sell the family business which I had built up over 35 years was one of the hardest of my life. Translink was selected as our preferred advisor due to their experience, professional approach, and their international connections. I cannot recommend Translink enough, their dedication and global connections meant that we closed the deal well above our expected selling price."**

**- David Webster, exiting Managing Director and shareholder of TLM**